

Monthly Summary W/ VSC Cost & Price

by Dealer, FI Managers

Nov 01, 2022 to Nov 30, 2022

CARLOS
TREVINO

MARK DURON

DONATILO
GUTIERREZ

GATEWAY BUICK
GMC

Total Units	57.0		61.0		51.0		169.0	
Retail Units	57.0		61.0		51.0		169.0	
Finance Deals	47.0	82 %	52.0	85 %	40.0	78 %	139.0	82 %
VSC	31.0	54 %	33.0	54 %	24.0	47 %	88.0	52 %
Ethos VSC	26.0	46 %	30.0	49 %	24.0	47 %	80.0	47 %
Gap	33.0	70 %	34.0	65 %	18.0	45 %	85.0	61 %
Credit Life	0.0	0 %	0.0	0 %	0.0	0 %	0.0	0 %
PAINT & FABRIC	23.0	40 %	6.0	10 %	16.0	31 %	45.0	27 %
Maintenance	0.0	0 %	9.0	15 %	1.0	2 %	10.0	6 %
Key Replacement	18.0	32 %	23.0	38 %	14.0	27 %	55.0	33 %
Protection	0.0	0 %	0.0	0 %	0.0	0 %	0.0	0 %
Diamon Fusion	2.0	4 %	3.0	5 %	5.0	10 %	10.0	6 %
Select 2	19.0	33 %	25.0	41 %	12.0	24 %	56.0	33 %
Lease	0		1		2		3	
Profit Index	193.02		217.84		154.80		190.74	

INCOME

Front Gross	\$143,935	\$98,686	\$41,335	\$283,957
Finance Reserve	\$35,092	\$44,164	\$34,236	\$113,492
VSC	\$38,592	\$30,676	\$35,637	\$104,905
Ethos VSC	\$33,320	\$25,909	\$35,637	\$94,866
Gap	\$19,839	\$17,030	\$6,859	\$43,728
Credit Life	\$0	\$0	\$0	\$0
PAINT & FABRIC	\$3,190	\$147	\$3,406	\$6,743
Maintenance	\$0	\$1,629	\$47	\$1,676
Key Replacement	\$2,634	\$6,777	\$2,205	\$11,616
Protection	\$0	\$0	\$0	\$0
Diamon Fusion	\$138	\$9	\$734	\$881
Select 2	\$1,660	\$5,980	\$3,233	\$10,873
Total F&I	\$101,145	\$106,412	\$86,357	\$293,914
Total Combined	\$245,081	\$205,098	\$127,692	\$577,871

AVERAGES:

Product Count	2.21	2.18	1.76	2.07
Term	70.0	70.0	72.0	71.0
Front Gross	\$2,525	\$1,618	\$810	\$1,680
Comb. Avg.	\$4,300	\$3,362	\$2,504	\$3,419
Amount Financed	\$51,607	\$49,722	\$49,405	\$50,268
Finance Reserve	\$747	\$849	\$856	\$816
Beacon	0	0	0	0
Gross Premium	\$0	\$0	\$0	\$0
PPRU	\$0	\$0	\$0	\$0
PUT	\$1,774	\$1,744	\$1,693	\$1,739
PFU	\$2,152	\$2,046	\$2,159	\$2,114
PRU	\$1,774	\$1,744	\$1,693	\$1,739
VSC Income	\$1,245	\$930	\$1,485	\$1,192
Vsc AVG P/C	\$2,834	\$1,589	\$2,469	\$1,540
	\$2,887	\$1,402	\$2,712	\$1,520

Monthly Summary W/ VSC Cost & Price

by Dealer, FI Managers

Dec 01, 2022 to Dec 28, 2022

	MARK DURON		CARLOS TREVINO		DONATILO GUTIERREZ		GATEWAY BUICK GMC	
Total Units	35.0		34.0		51.0		120.0	
Retail Units	35.0		34.0		51.0		120.0	
Finance Deals	29.0	83 %	30.0	88 %	43.0	84 %	102.0	85 %
VSC	21.0	60 %	15.0	44 %	33.0	65 %	69.0	58 %
Ethos VSC	18.0	51 %	15.0	44 %	24.0	47 %	57.0	48 %
Gap	17.0	59 %	19.0	63 %	22.0	51 %	58.0	57 %
Credit Life	0.0	0 %	0.0	0 %	0.0	0 %	0.0	0 %
PAINT & FABRIC	5.0	14 %	13.0	38 %	16.0	31 %	34.0	28 %
Maintenance	8.0	23 %	0.0	0 %	6.0	12 %	14.0	12 %
Key Replacement	17.0	49 %	10.0	29 %	9.0	18 %	36.0	30 %
Protection	0.0	0 %	0.0	0 %	0.0	0 %	0.0	0 %
Diamon Fusion	2.0	6 %	0.0	0 %	9.0	18 %	11.0	9 %
Select 2	17.0	49 %	7.0	21 %	15.0	29 %	39.0	33 %
Lease	1		0		3		4	
Profit Index	244.33		157.45		192.34		197.70	

INCOME

Front Gross	\$69,175	\$78,900	\$84,096	\$232,171
Finance Reserve	\$28,356	\$26,606	\$29,913	\$84,875
VSC	\$23,832	\$19,592	\$33,777	\$77,201
Ethos VSC	\$16,541	\$19,592	\$28,919	\$65,052
Gap	\$8,713	\$14,040	\$8,245	\$30,998
Credit Life	\$0	\$0	\$0	\$0
PAINT & FABRIC	\$63	\$1,814	\$2,662	\$4,539
Maintenance	\$1,683	\$0	\$728	\$2,411
Key Replacement	\$3,714	\$1,707	\$424	\$5,845
Protection	\$0	\$0	\$0	\$0
Diamon Fusion	\$8	\$0	\$1,446	\$1,454
Select 2	\$2,588	\$1,035	\$3,003	\$6,626
Total F&I	\$68,957	\$64,794	\$80,197	\$213,949
Total Combined	\$138,132	\$143,694	\$164,293	\$446,119

AVERAGES:

Product Count	2.49	1.88	2.16	2.18
Term	67.0	71.0	64.0	67.0
Front Gross	\$1,976	\$2,321	\$1,649	\$1,935
Comb. Avg.	\$3,947	\$4,226	\$3,221	\$3,718
Amount Financed	\$47,155	\$50,650	\$50,747	\$49,697
Finance Reserve	\$978	\$887	\$696	\$832
Beacon	0	0	0	0
Gross Premium	\$0	\$0	\$0	\$0
PPRU	\$0	\$0	\$0	\$0
PUT	\$1,970	\$1,906	\$1,572	\$1,783
PFU	\$2,378	\$2,160	\$1,865	\$2,098
PRU	\$1,970	\$1,906	\$1,572	\$1,783
VSC Income	\$1,135	\$1,306	\$1,024	\$1,119
Vsc AVG P/C	\$2,914	\$1,779	\$2,759	\$1,453
	\$2,384	\$1,360	\$2,627	\$1,508

GATEWAY BUICK GMC Customer Repayment Options - Required Disclosure

Customer:
Finance Manager: Carlos Trevino

Package One

Vehicle Service Contract
Provides Comprehensive Mechanical and Electrical Component Coverage.
Key Replacement
Provides protection for lost or stolen keys.
DIAMON FUSION
Military Grade Rain-Ex coating. Improves visibility and strengthens windshield.
Tire & Wheel
Provides coverage to the tire and wheels if damaged by road hazards like pot holes or debris in the road.
Guaranteed Asset Protection
Provides protection that pays the difference between what your insurance company pays and the amount owed to the bank, in the event the vehicle is deemed a total loss.

This is not a contract. All products are optional. You do not have to purchase any of these products to secure financing. Finance charges, total of payments including down payment, and amount financed will be clearly displayed on your actual contract. The dealer makes no warranties, whether expressed or implied. All payments are estimates. You must qualify to secure financing, as these payments may vary depending on credit. By initiating a payment you acknowledge that all products were offered and explained to you. Purchase of any product does not influence interest rate or approval.

Date: 4/5/2021 9:24:45 AM